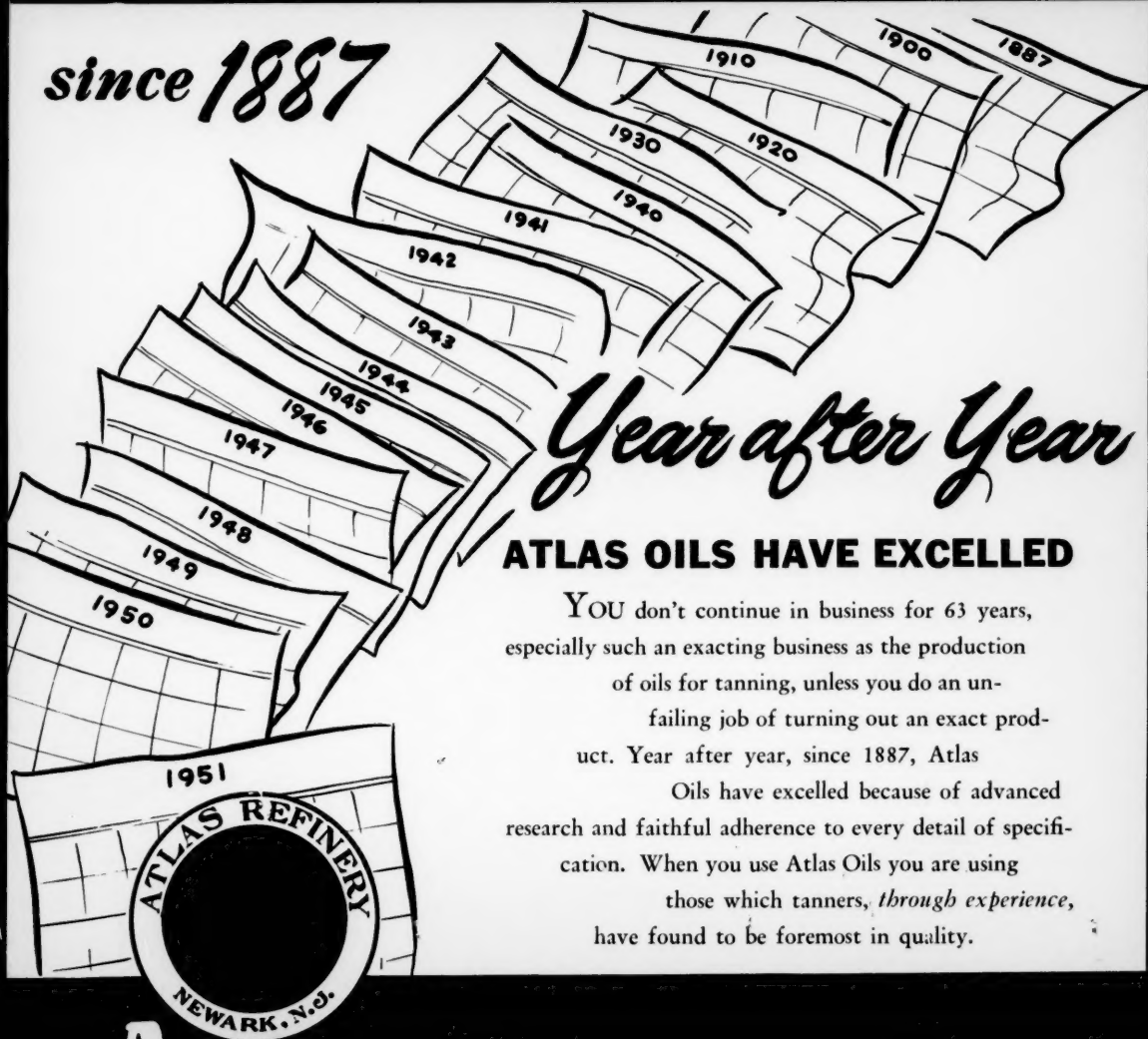


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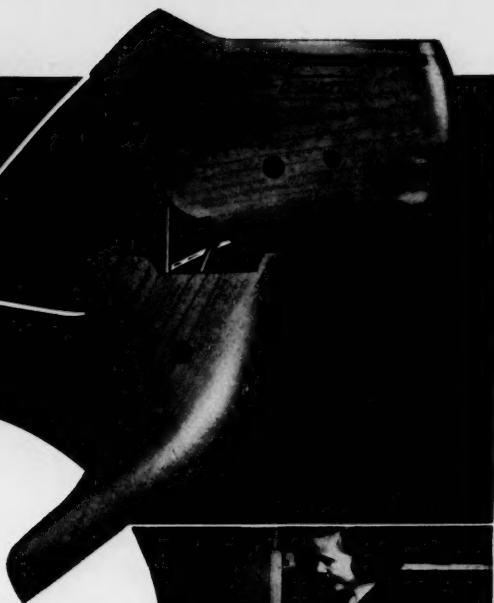
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LEATHER *and* SHOES

ESTABLISHED 1890

Vol. 121

March 31, 1951

No. 13

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RESEARCH MAKES THE PRODUCT 8

THE NEWS

TRADE AWAITS NEW LEATHER CEILINGS
LIVESTOCK CEILINGS THREATEN LEATHER SUPPLY
ARMY TESTS CLIMATE EFFECTS ON FOOTWEAR
HIDE FUTURES LIMITED TO LIQUIDATIONS
JANUARY FOOTWEAR OUTPUT UP 9%

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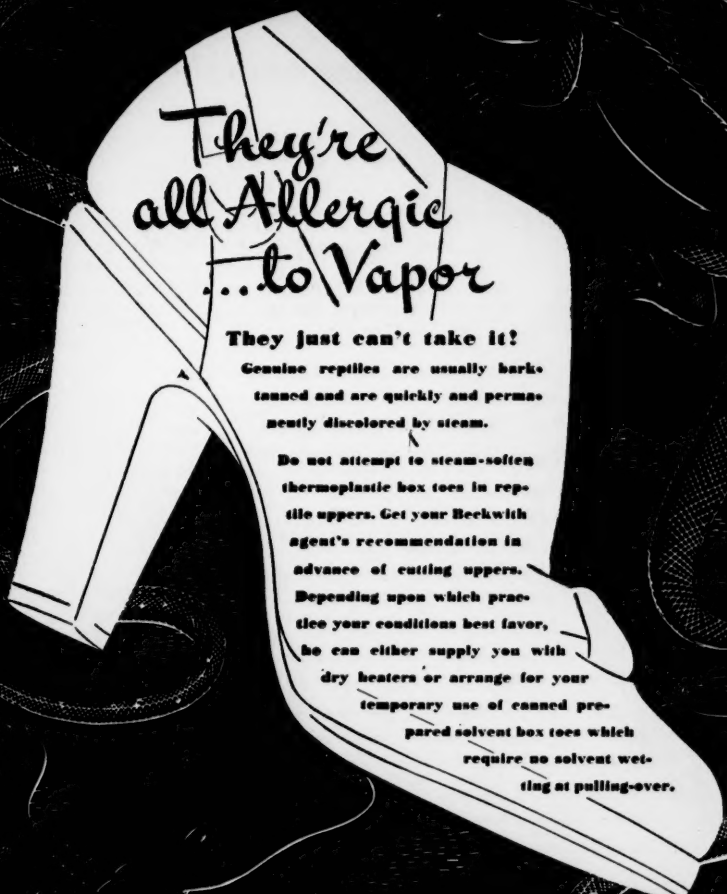
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LEATHER and SHOES

March 31, 1951

A stylized line drawing of a shoe, possibly a boot or a high-top sneaker, is shown in profile. The shoe is white with black outlines. Inside the shoe, there is text. The background is dark with swirling, smoke-like patterns.

They're all Allergic ...to Vapor

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WE LOVE AMERICA BUT...

Gullible workers can sell America down the river to Stalin

THIS industry is still populated by a lot of gullible people who believe that the Communists in the labor unions are now hog-tied—that the Commies would be ineffectual in hampering full production. A recent case (the ruling was handed down only ten days ago) might serve to prod open some sleepy eyes.

The Prinz Leather Company, Philadelphia goat and lamb skin tanners, holds a contract with the International Fur and Leather Workers Union, headed by Ben Gold, who recently "resigned" from the Communist Party after 25 years of membership in order to do business with the National Labor Relations Board under the Taft-Hartley Act requiring labor union officers to sign a non-Communist oath.

On January 31, Edmund Fabiszewski, a young staker at Prinz, and union member in good standing, was fired after workers in his department complained that he had refused to comply when told to "take it easy" (that is, reduce his work output). Fabiszewski in turn complained to NLRB, charging that the business agent of Local 30 of IFLWU told him, "Look, you and nobody else is going to do anything around here. We are going to hold production down. Your kind is not liked by anybody around here."

The National Labor Relations Board examiner investigated the claims, has now found the union guilty of unfair labor practices, and ordered the re-instatement of the worker who was discharged for exceeding the daily work quota imposed by his fellow workers. The examiner also recommended that the Prinz firm sever relations with the union.

This case and ruling not only sets a precedent but, more significantly, illustrates how a labor union can endanger industrial production and violate the democratic rights of the worker. Mind you, there was only one "rebel" in this tannery—one

worker with courage enough to defy the policy of work-spreading and slow-down. All the other workers, despite the fact that most of them are undoubtedly non-Communists, have been wilfully complying with the slow-up production policy which was certainly not the idea of the company. Moreover, these workers were willing to "complain" against the "rebel"—which indicates not only willingness to comply to the ruling, themselves, but to fight that it be upheld by all.

Need Not Be Commie

In short, a worker doesn't have to be a Communist to help carry out the current Communist policy of slowing or sabotaging industrial production in America. This should shock the gullible into the realization that a small, compactly-knit Commie leadership is capable of more widespread power than is appreciated.

The pattern now continues. Communist and IFLWU officials, since the Korean outbreak, have decried our military defense efforts. It is an enlightening coincidence that a factory slow-down policy should be instituted at a time when our government and people are calling for all-out production and we are at war with one of the Soviet satellites.

The hypocrisy of the IFLWU officials is profound. About three years ago, when IFLWU was called before a Congressional subcommittee for hearings on Communist infiltration into the U. S. labor unions, one after another these IFLWU officials loudly bellowed their "American patriotism." But Ben Gold, who mouthed

his American patriotism louder than anybody else, came up with a defiant contradiction when he declared that he would "never" bear arms for the U. S. in a war against Russia.

This was the same union, according to the Congressional hearing record, that was buying fur coats for official Soviet visitors out of the union treasury, that was contributing thousands of dollars of union dues to Communist-front organizations. When the Congressional subcommittee asked Sam Mencher, a vice-president of IFLWU, "You are still interested in maintaining the morale of the Soviet soldier, are you not?" Mencher replied, "I am."

At the same Congressional hearing, George Greenberg, an officer of the Associated Fur Mfrs., testified that ten years ago an operator could complete seven to eight skins a day, while now it had dropped to four or five, though the pay was doubled. He stated that the union leaders were "instrumental" in bringing about this change. Morris Geller, another manufacturer stated, "I assure you that if I gave a couple of hundred dollars (to the Henry Wallace campaign) I would get more production." Irving Fischer, another manufacturer, asserted that workers were producing less than formerly: "In many cases the union told them to slow down on their production" if the owners refused to give them a raise.

Today, U. S. industry is being prodded with every incentive to make the goods needed for military defense and civilian requirements. Labor is being urged to contribute with greater energy. Civilians are being urged to accept sacrifice. The moral response of America has been immediate and enormous.

But silhouetted against this patriotic surge stands the evil symbol of the slow-down—the weapon of American Communism. It is up to us to see that this disease—and its Communist carriers—is resisted and destroyed.

LandS Editorial

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- 2** Hycar latex gives strong adhesion to leather and fiber when used as a pigment binder in leather finishes. It works well with pigments normally used for this purpose.



- 3** In the critical point where soles are bonded to uppers, adhesives based on Hycar solutions are a big step forward in shoe manufacturing. These adhesives based on Hycar resist the effects of water, oil, gasoline, sand and grit. They work equally well to bond soles made with natural or synthetic rubber, plasticized polyvinyl chloride, and cork to all materials commonly used for uppers.



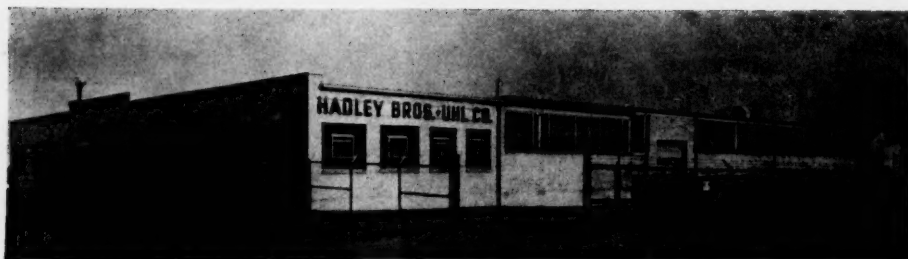
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In Today's Shoe And Leather Supplies

RESEARCH MAKES THE PRODUCT

Hadley Bros.-Uhl Co. typifies modern laboratory control methods

IF there is one thing that characterizes and distinguishes the construction and production of shoe supplies in this modern day it is emphasis on research and control methods. This is the consequence of two factors: (1) the shoe manufacturer today is far more exacting in his demands of a supply product, and has thus motivated much of the research efforts now essential to the making of such products; (2) the supply companies themselves, motivated by a combination of intensified competition and a recognition of laboratory research techniques, have expanded their research efforts to provide a better product.

Typical of these modern techniques in the production of shoe supplies is the Hadley Bros.-Uhl Company of St. Louis—one of the industry's pace-setters in applying up-to-date laboratory control and scientific testing procedures to its variety of products designed to improve the quality and character of footwear for the manufacturer, retailer and consumer alike.

This firm started small, some 32 years ago. At first, like many other supply firms, it concentrated on the "local" market—in this case, St. Louis. Then, catching the spirit of industrial progress through research, it expanded its products, markets and

services. The U. S. shoe industry, it realized, was not a localized affair but a national one. To compete on a national scale—to invade other localized markets serviced by localized producers—required something more than an expanded sales force. Most of all it required improved

methods of operation resulting in improved products. This could mean only one thing: a separate research division devoted exclusively to this function of testing with a view to constant improvement.

Demonstrative proof that in the shoe supply business sales and research and co-partners, Hadley Bros.-Uhl Co. recently built a new enlarged plant to handle its expanded business. An essential part of this plant is a modern research and control laboratory. Now serving the shoe and leather industry on a national scale, the company produces a wide variety of products such as shoe and leather finishes, latex and solvent types of cements, gum duck for use in reinforcing welt innersoles, and a latex-saturated paper innersole material. The latter is a recently launched product in the field, developed by Hadley Bros.-Uhl.

The saturation and drying of this innersole material is a continuous operation. A 500-yard roll of long-fibre paper is unwound through a saturating bath of latex, picking up by absorption the saturating liquid which in turn ultimately binds the fibres together. After the excess liquid is removed by means of squeeze rolls, the paper is partially dried by



Adhesive and tensile strength is measured through the use of the Scott Tester. This machine registers the pounds pull per inch of width required to separate or rupture the bond made between two pieces of material. Chart at left registers the progress of increased pull for permanent record.

passing over a series of steam heated coils and is then dried thoroughly by passing through a series of steam heated cylinders which dry the paper by contact with both sides after which the paper is coated on one side with an adhesive that dries while the paper is passing over another series of heated coils. The entire operation is continuous, from the saturation bath to the coated product which is rewound into the original 500-yard roll.

To obtain the required "iron" two of the processed rolls are laminated by passing them through two pressure rolls simultaneously with the adhesive coated surfaces in contact. As the roll is carried through this laminating process, the edges are trimmed so the entire roll is the same width.

As an added service, the rolls are then cut into smaller rolls, sheets or blocked out, according to the customers' specifications.

Production control of this product is under the supervision of James Buchanan, who has had 15 years' experience in this and similar products.

Although Gem Duck receives a coating of adhesive compound as in the case of paper innersoles, the similarity ends there. Gem Duck is received from the mill in 200-yard bolts which are sewn together to form a 1000-yard roll that is fed through a machine with a blade which spreads a predetermined amount of compounded latex on the cloth. The duck then enters an overhead drying chamber where 5,000 C. F. of air per minute passes through at a tempera-



Left to right: R. H. Phirman, Secretary; Jack Barrett, Vice-president; Frank Hadley, President.

ture of 240° F. and is rewound into the 1,000-yard roll. The duck is then cut into required widths for the application to welt innersoles, and rewound into the original 200-yard bolts and are checked for accuracy of width before being packed for shipment.

R. H. Phirman, who has been with the company for 25 years, has been in charge of this department for the past 10 years.

Cements and compounds were the first products manufactured by Had-

ley Bros. Uhl and this company still does a large volume of business with these products.

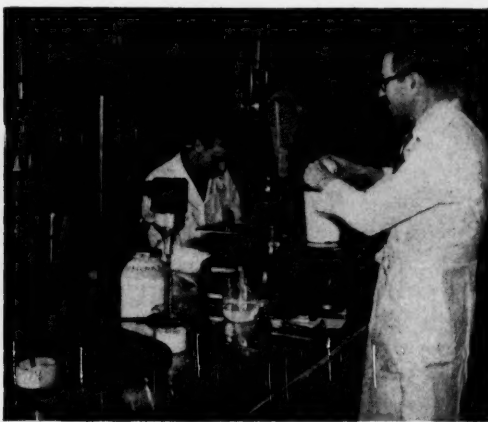
The fact that some cements are applied both by brush and by machine, depending on the equipment found in various shoe factories, creates a minor problem in the manufacture of solvent cements. In many cases the cements that can be applied easily by brushing do not lend themselves readily to machine application and vice versa. The cement must work equally well regardless of method of



Portion of laboratory testing tannery finishes and blackings. Left: Developing base solution for shoe dressing.

Center: Simulating factory conditions in applying tannery finish in laboratory.

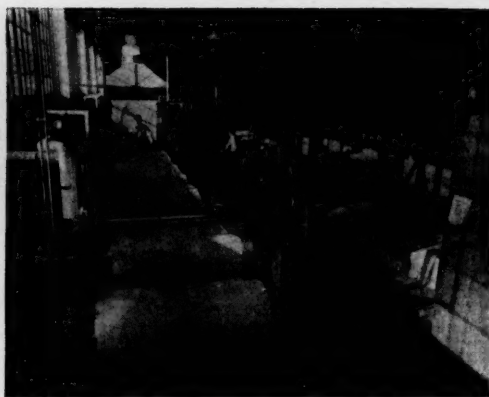
Right: Checking viscosity of tannery finish.



Formulation, development and control of adhesives and resin emulsions.



Paper being saturated in a bath of latex compound. This is the first step in the processing of paper into insole material. In the background are the steam coils and cans that dry and vulcanize the latex into the paper.



Foreground: Roll of "Cham-e-flex" material processed and coated with adhesive for laminating into required iron.

Right: Laminating machine making a perfect bond for the sheets required to attain the correct iron. This machine also trims the width of the roll to 48 inches. Directly behind this machine is the cutter which cuts the roll into 44-inch lengths.

application, consequently the solid content and adhesive power must be constant yet the viscosity must in most cases be greatly changed. This is accomplished in production by lowering the plasticity of the rubber through longer milling cycle. This in turn lowers the viscosity (increases the rate of flow) in the finished product.

In all cases, after the above treatment or milling operation the rubber is placed in a churn which has previously been charged with the proper solvents. This mixer is operated

until the cement is a heavy mass, free and smooth from all lumps. The proper viscosity is then arrived at by dilution of the contained mass by the gradual addition of more solvent, with viscosity tests being made after each addition until the proper viscosity is reached.

Viscosity, solid content and adhesive power of both latex and solvent type cements are constantly checked to hold variations in the many types produced to a minimum.

The viscosimeter used to make these tests registers the degree of vis-

cosity of the cement on a dial, eliminating guesswork. The solid contents are checked by carefully weighing a sample of the cement, then evaporating the solvent or in the case of latex cement being tested, the water is evaporated by placing the sample in an oven and after drying and cooling to room temperature, the sample is carefully weighed again to determine the solid content. Adhesive strength is measured through the use of the Scott Tester. This machine registers the pounds pull per inch required to separate or rupture the bond made between two pieces of leather or other material with the cement under test.

Check tests of all products manufactured are run periodically with samples taken from actual production lots. These tests cover mechanical stability, chemical stability, viscosity on aging, solid contents and aging both in liquid state and in the dry film as well as the prime duty of cements, adhesive power. Viscosity tests are made of every cement produced before release to the shipping department.

Both latex and solvent type cements and compounds are manufactured under the control of W. R. Arick, who has devoted most of his time since graduation from Clark University to the field of industrial and shoe adhesives and their development and manufacturing.

Research to develop new techniques in the manufacture of resinous emul-

(Concluded on Page 30)

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L&S NEWS X-RAY

Manufacturers' pricing order still week or two away, perhaps longer. Although rollback appears in order, at least for leather prices, protests of shoe and other apparel manufacturers have led OPS to junk "10 or 5%, whichever is higher" formula. Latter formula would permit manufacturers to raise prices 10% over pre-Korea base or 5% over General Ceiling Price Regulation, whichever was higher, if material and labor costs were not covered by present ceilings.

Important point to remember is that DiSalle is committed to rollback to pre-Korea levels whenever possible. OPS thinking on manufacturers' pricing order has been substantially liberalized over first drafts but DiSalle still wants rollbacks. This means leather almost definitely.

Second rollback on hide and skin prices gives OPS opening it needs on leather ceilings. Only question remaining is when. Latest Washington reports find "all quiet" on OPS front with nothing planned for week or so. After this, DiSalle may get things humming again.

Leather supply outlook threatened by new problem. Another bogey—livestock ceilings—has risen to cloud leather picture. This is especially discouraging, coming so close upon resumption of hide and skin trading after new pricing order and postponement of threatened packinghouse workers' strike.

Cattle industry violently opposed to any livestock ceilings despite fact DiSalle says they are on the way. OPS director told meeting of livestock industry advisory committee this week that livestock prices must be controlled. Cattlemen say controls will discourage livestock production, lead eventually to fewer hides, less leather. Situation calls for careful handling.

Unions have found new club to use in drive to gain more important role in mobilization program. Using data now four years old, CIO Political Action Committee has renewed earlier attacks on "big business," including footwear industry. PAC is distributing leaflets claiming that "8 footwear companies control 53.1% of the industry's assets."

Idea is to play on public's deep-seated fear of "big business," an old story by now, open the way for union to grab off more say in defense mobilization program. Most facts in newest propaganda come direct from report of Federal Trade Commission to Congress on "Concentration of Productive Facilities." Analysis of report appeared in L&S issue of Sept. 3, 1949.

Retail shoe sales for Jan. 1951 hit a new peak in Department of Commerce index of domestic trade. Index reached high of 275.1 for month as compared to 244.7 for Dec. 1950 and 236.5 in Jan. 1950. Index gives 1935-1939 as equal to 100.

Fully 8000 more persons were at work in leather and leather products manufacturing industry in Feb. than Jan. of this year, according to Labor Department. Even more significant, there were 15,000 more workers in industry than in Feb. a year ago.

Total workers employed are listed at 395,000 in Feb. 1950, 397,000 in Dec. 1950, 402,000 in Jan. 1951, an 410,000 in Feb. 1951. Production worker totals were 357,000 in Feb. 1950, 359,000 in Dec. 1950, 363,000 in Jan. 1951, and 371,000 in Feb. 1951. This is a gain of 8000 production workers over Jan. and 14,000 over Feb. 1950.

Average weekly earnings in entire industry climbed over the \$50 mark in Feb. Figures show average earnings of \$48.42 in Jan. and \$50.02 in Feb. as compared to \$44.08 in Feb. 1950. Average work week continued to rise in period, climbing from 38.8 hours in Jan. 1951 to 39.7 in Feb. 1951, compared with 38.1 hours for Feb. 1950. Average hourly earnings also kept pace, climbing from \$1.248 in Jan. to \$1.260 in Feb. 1951 as compared with \$1.157 in Feb. 1950.

OPS has opened test "enforcement drive" in Washington, D. C., to see if consumer ceilings are being broken. Drive, if successful, may set pattern for national enforcement policy. Nine specific retail businesses, including shoe repair shops, are now being checked by 30-man force going from store to store. Nine types of businesses were chosen first because of consumer complaints. Other businesses will be checked in turn.

ARMY CANCELS 3 MILLION PAIR

ARMY CANCELS CALL FOR 3 MILLION PAIRS

Postpones Orders For The Present

The Army startled the shoe manufacturing trade this week when it wired prospective bidders that it would not buy some three million pairs of boots and shoes on which it had recently been seeking negotiated bids.

Contrary to trade rumors, the New York Quartermaster Agency did not cancel any existing footwear contracts. It simply called off recent invitations to bid on a total of 76,008 pairs of tropical combat boots, 233,004 pairs of service shoes, and all but 556,022 pairs of 3,234,612 pairs of russet combat boots.

Wire Sent

The Army's wire to manufacturers read in part, "... no awards will be made on this invitation or for this item at the present time." This is not expected to change Army requirements for delivery through 1951 of 3,234,000 pairs russet combat boots, 1,200,000 service shoes, and 360,000 pairs of garrison oxfords (L&S, March 17).

The Quartermaster Agency announced it would make awards during the week on 979,348 pairs of black service shoes for the Air Force. Deliveries are scheduled through Sept.

No Reason Given

Although the Army gave no reasons for the sudden cancellation of negotiations for the three million pairs of boots and shoes, shoe manufacturers said the action was due to several recent factors.

For one thing, manufacturers were encountering difficulty in obtaining leather to fill orders. The almost-complete stoppage of hide deliveries for six weeks have kept leather production at a minimum. Tanners, consequently, have been unwilling to make commitments of the leather required.

Another factor is the impending new manufacturers pricing order. Many shoe manufacturers are looking for a tailored leather ceiling order which will give buyers a better

break than present ceilings—in effect, a price rollback.

Still another consideration is the fact that ceiling price exemptions on various types of military shoes (mainly combat boots and shoe-pacs—see L&S, March 24) are due to expire on Sunday, April 1. Recently, the Quartermaster has been extending this exemption to low quarter shoes.

Manufacturers Stymied

Unless OPS extends the April 1 deadline, many shoe manufacturers will be unable to bid on Army footwear orders. These are the manufacturers whose ceilings are based upon deliveries made on Oct. and Nov. 1950 contracts.

One leading men's shoe manufacturer in New England felt the cancellation might have resulted from still other factors. Pointing to the Army's recent cancellation of a large wool order, he said that the Army had found it was either ordering for too many troops it did not have or that it was running short of funds. The Army's fiscal year ends on June 30 after which it will have new funds available.

FIRST QUARTER SHOE OUTPUT GAINS

Preliminary estimates on shoe production in the first quarter 1951 point to a total of 135 million pairs, approximately six million pairs more than the 128,858,000 pairs turned out in the comparable 1950 period, the Tanners' Council reports.

The estimate is based on final Jan. output of 43,675,000 pairs, an increase of nine percent over Jan. 1950 (see Census Bureau report, this issue), estimated Feb. output of 42,960,000 pairs, and a preliminary estimate of better than 48 million pairs for March.

Part of the gain is accounted for by increased output of military shoes, the Council adds. However, the Council implies that shoe production will fall in succeeding weeks, partly due to seasonal factors, but also because of heavy inventories in the hands of retailers and in-stock houses. Easter business in chains, independents and department stores was reported as generally disappointing.

NEW ENGLAND GROUP ASKS SHOE PRICE LIDS

Urges OPS Issue Tailor-Made Schedule

This week the New England Shoe and Leather Association officially went on record in favor of an immediate tailor-made shoe pricing regulation. The Association wired directors of the Office of Price Stabilization recommending "Immediate issuance of a tailored shoe order."

NESLA's wire, addressed to Michael V. DiSalle, OPS director, and Joseph N. Kallick, director of OPS's Consumer Soft Goods Division, read as follows: "Important for you to know personally that it is imperative a shoe pricing regulation be issued without further delay. Such a regulation necessary in order to give relief to shoe manufacturers and adjust inequities resulting from the General Ceiling Price Regulation."

"The Board of Directors of our Association, representing manufacturers who produce one-third of the nation's footwear and 40 percent of all shoe companies in the industry, respectfully recommend that you take necessary action to expedite preparation and approval of a practical regulation covering all footwear."

In answering wire to Frank S. Shapiro, president of the Association, OPS said, "... Leather branch working assiduously on tailored shoe order. Have called a meeting of Industry Advisory Committee Subcommittee shoe manufacturers to be held March 27." The wire was signed by Joseph N. Kallick.

U. S. LEATHER TO QUIT LEATHER FIELD

Directors of United States Leather Co., New York, at a meeting held this week authorized and directed officers of the company, in conjunction with counsel, to prepare a program for the disposition of the company's leather business.

The authorization followed a report by President A. Burch Velsor at the company's annual meeting held March 14 that directors were "considering liquidating leather operations entirely." (L&S, March 17.)

It is expected that the matter will be presented before stockholders in the near future.

INTERNATIONAL BUYS FELTMAN & CURME

Constant Losses Factor In Sale of Chain

Sale of a majority interest in Feltman & Curme, retail shoe chain, to Shoe Enterprise Corp., financial subsidiary of International Shoe Co., St. Louis, was announced last week at International's annual meeting of directors.

The announcement culminated several months of trade rumors following the firm's reported net loss of \$126,928 on sales of \$4,156,538 in fiscal 1950. Sales of Feltman & Curme, which comprises 50 retail shoe stores, have been declining in recent years.

Officers Named

At the same time, Vernon Power, formerly manager of Montgomery Ward & Co.'s shoe division until joining International Shoe Co. in July, 1950, was elected executive vice president and director of Feltman & Curme. T. W. McClure, general manager of Shoe Enterprise Corp., was also elected a director. Roland Feltman was re-elected president and treasurer of the chain.

Other officers include Howard J. Schneider, re-elected vice president and named secretary succeeding Miss Hilda M. Kemper. Mrs. Doris Trainer was elected assistant secretary. Directors re-elected include Feltman, Schneider, Henry J. Brandt and E. J. Hopkins.

Feltman recently told stockholders that business in Jan., 1951, showed "substantial improvement" over Jan., 1950, and "we are hopeful that profitable operations are in prospect for the future."

HIDE FUTURES HELD TO LIQUIDATIONS

A resolution limiting trading in hide futures in all delivery months to liquidation of open contracts has been adopted by the Board of Governors of the Commodity Exchange in New York.

The Board also prohibited opening of new positions. Both old and new contracts are covered by the ruling.

OPS Limits April Cattle Slaughter

The Office of Price Stabilization has restricted slaughter of cattle during April 1951 to no more than the number of cattle processed in April 1950. The order, issued as a stop-gap in lieu of a definite quota system, does not apply to slaughter of calves, sheep, lambs or pigs.

OPS' Distribution Order No. 1, effective April 1, restricted slaughterers to the percentage of total slaughter they handled in 1950. Slaughterers were originally ordered to register on March 15 but this was postponed until April 15 because OPS did not have enough registration forms ready. The permanent quota system is now expected to take effect May 1.

11 Brown Shoe Plants Shut Last Week

Of the 25 shoe factories producing shoes for Brown Shoe Co., world's second largest shoe manufacturer with headquarters in St. Louis, a total of 11 were shut down last week.

The shutdown, affecting 5000 shoe workers in three states, was scheduled for one week only. Officials simply said production had been running ahead of recent orders.

Retailer uncertainty due to Gov-

ernment pricing orders was blamed by Brown officials for a good part of the slowdown in orders. Another reason was heavy advance buying done by retailers when controls were impending.

Still another, said company spokesmen, was the leather shortage brought on by the Government's temporary embargo on sales and deliveries of hides and skins after Feb. 5 and delay in issuing a dollars and cents hide price order.

Plants affected were in Pittsfield, Murphysboro, Salem and Litchfield, Ill.; Charleston, Festus, Frederickton, Caruthersville, and Owensville, Mo.; and Selmer and Union City, Tenn.

At week's end, the shutdown did not appear likely to set off an epidemic of similar moves. International Shoe Co., reported a large backlog of military shoe orders, said it planned no cutback of operations.

JANUARY SHOE OUTPUT UP 9% WOMEN'S GAIN, MEN'S SOAR

Footwear production in Jan. reached a total of 43,675,000 pairs, some 22 percent over Dec. 1950 output of 35,894,000 pairs and fully nine percent above the 40,165,000 produced in Jan. 1950, the Census Bureau reports.

Largest gain over Jan. 1950 figures was posted in men's shoes which totaled 9,924,000 pairs or 21 percent more than the 8,199,000 pairs turned out a year ago Jan. Men's output was also 21 percent above Dec. 1950 figures.

Women's shoes, sandals and playshoes totaled 19,856,000 pairs, six percent above the 18,650,000 pairs produced in Jan. 1950 and 30 percent above the 15,309,000 pairs produced in Dec. 1950.

Gains were reported in all categories except babies' shoes, down two

percent from Jan. 1950 although increasing 10 percent over Dec. 1950, slippers for housewear, off one percent and two percent respectively, and other footwear, off seven percent. The latter category, however, showed an increase of 28 percent over Dec. 1950.

Both misses' and children's shoes were up nine percent over Jan. 1950 and 19 and 20 percent respectively over Dec. 1950. Youths' and boys' shoes showed a gain of three percent over Jan. 1950 and five percent over Dec. 1950 while infant shoes were up four percent over Jan. 1950 and 19 percent over Dec. 1950.

Jan. shipments totaled 44 million pairs valued at \$174 million, an average value per pair shipped of \$3.97. This compares to an average value of \$3.48 in Jan. 1950 and \$3.83 in Dec. 1950. Following are comparative figures.

SHOE PRODUCTION ANALYZED

Kind of footwear	Production (thousands of pairs)		Percent change January 1951 compared with—	
	January 1951	December 1950 (revised)	December 1950	January 1950
Shoes and slippers, total ..	43,675	35,894	+22	+9
Shoes, sandals, and playshoes	40,378	32,588	+24	+10
Men's	9,924	8,175	+21	+21
Youths' and boys'	1,248	1,193	+5	+3
Women's	19,856	15,309	+30	+6
Misses'	3,039	2,544	+19	+9
Children's	2,795	2,330	+20	+9
Infants'	2,401	2,023	+19	+4
Babies'	1,115	1,014	+10	-2
Athletic	267	273	-2	+14
Slippers for housewear	2,806	2,858	-2	-1
Other footwear	224	175	+28	-7

Army Tests Climate Effect On Footwear

The Office of the Quartermaster General has initiated a study of the effects of different climate conditions on leather and leather footwear.

Purpose of the investigation, now being conducted at three specially-built storage laboratories, is to analyze the causes of accelerated deterioration caused by weather conditions and develop improved methods of prevention.

Facts on the study were revealed recently in a talk before the Delaware Valley Tanners' Club given by Charles W. Mann, head of the

Leather Research Unit, Research and Development Branch, Military Planning Division, Office of the Quartermaster General. Mann spoke on the sampling and storage of military leathers.

In general, military shoes must be stored for varying periods of time before being worn, the government research technologist specializing on leather and shoes said. Under severe storage conditions found in certain parts of the world, leather deteriorates very rapidly.

Army salvage studies have proved that strength losses in shoe upper leather may amount to as much as 30-50 percent in less than four years

of storage under hot, humid conditions.

Analysis of upper leather from unworn boots and shoes stored for approximately five years showed that it contained only half as much grease as new upper leather and that the residual strength of the leather was proportionate to the grease content.

Based on measurements of actual storage conditions, the Army has prepared charts of typical daily temperature and humidity cycles for desert (hot dry), tropical (hot wet), and temperate summer (Southern U.S.) storage. Three storage rooms have been built to simulate these conditions.

The test chambers are expected to accelerate deterioration over field storage conditions by maintaining climate conditions over a period of 365 days per year as compared to the more favorable storage conditions encountered in certain seasons.

PARKER HOUSE SHOW SCHEDULED MAY 13-17

The semi-annual Parker House Shoe Show has been scheduled this year from May 13-17 in Boston, John J. Clabby, assistant manager of the Parker House, has announced. Clabby is manager of the Show.

Shoe manufacturers exhibiting at the Show will display brand name men's, women's and children's footwear. The Show will open at 1:00 p.m., Sunday, May 13, and extend to noon of May 17.

New England Tanners Hear Webb Thomas

Causes of leather defects and their prevention were discussed at the recent monthly meeting of the Tanners' Club of New England held at the Hotel Hawthorne, Salem, Mass. Principal speaker on the subject was Webb Thomas of Rohm & Haas Co., Philadelphia chemicals manufacturer.

More than 250 members, production employees in local tanneries and allied trades plants, and guests attended the meeting. John L. Ivany, club president, was chairman.

Next meeting at which election of officers will be held is scheduled for Friday night, April 20, at the Hawthorne. Nominating committee includes Gus Boss, Hartland Tanning Co., Hartland, Me.; Robert Sutherland, A. C. Lawrence Leather Co., Peabody, Mass.; Harold Whiting, Korn Leather Co., Peabody; Joseph Sirois, Gleason Leather Co., Salem; and Wendell Morris, Prime Tanning Co., Berwick, Me.



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NEW YORK

Diamond Alkali Profits Up 58 Percent

Net sales of Diamond Alkali Company, Cleveland, O., in 1950 totaled \$55,702,575, an increase of 15 percent over the \$48,430,652 reported for 1949, according to the company's annual report to stockholders.

Net earnings were \$4,829,620, an increase of 58 percent over the \$3,042,289 reported for 1949, and were equal to \$4.45 per share, as compared to \$2.80 per share the year before. A dividend of \$2.25 per share was paid on the common stock as compared with \$2.00 per share which has been paid during the past several years.

In spite of a ten-weeks' strike in the company's Painesville, O., plant, overall results for the year were satisfactory, President Raymond F. Evans stated in his letter to stockholders, because of the performance of newer facilities constructed pursuant to the company's postwar expansion and diversification program completed early in 1950. These new facilities contributed \$2,300,000, or 48 percent of the company's net earnings for the year, according to the report.

"Although all our plants are currently setting new high production

records, we are presently unable to meet all of the demands of our customers, and defense orders are threatening to still further limit deliveries to customers who do not have priority status. In an effort to meet these demands we commenced construction prior to the end of the year on a project to increase the productive capacity of the Houston plant by 80 percent."

SIEGFRIED COHEN DIES

The officers of G. Levor & Co., Inc., Gloversville tanner of kid and cabretta leathers, record with deep sorrow the passing of their lifetime friend and associate, Siegfried Cohen, retired secretary and sales manager. He was widely esteemed in the shoe and leather trades and his loss is mourned by all who knew him. Deepest sorrow is expressed to his wife and relatives.

Cohen was 69 years of age and had been associated with the Levor Company for more than 40 years. He died in a Miami, Fla., hospital on March 21 after a long illness. He was well-known in the New England trade, having worked out of Levor's Boston office for many years. He leaves his wife, Sarah, and a sister, Alice.

Labor Board Rules Against Leather Union

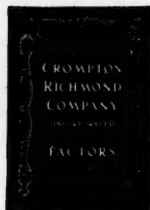
In what may set an industry precedent, an examiner of the National Labor Relations Board recommended last week that Local 30, International Fur and Leather Workers Union, be penalized for forcing the discharge of a leather worker who had exceeded his work quota.

Examiner Eugene E. Dixon found that the union which represents workers at the Printz Leather Co., Philadelphia goat and lamb skin tanner, was guilty of unfair labor practices. His recommendation was based on a complaint that Edmund Fabiszewski was discharged on Jan. 31, 1950, after other workers in his department complained when he refused to "take it easy."

Fabiszewski brought the case to the attention of NLRB officials, claiming that union officials tried to keep production down.

Examiner Dixon recommended that the company withdraw from collective bargaining relations with the union until the latter is certified by the NLRB. He asked that the company reinstate Fabiszewski and reimburse him for time lost since his discharge.

THE BATTLE OF THE BULGES



Product specialization is inherently sound. But volume growth—the natural reward for a job well done—is too often throttled by insufficient working capital.

If a business is factorable, the money is available from Crompton.

This service continuously converts receivables into cash... no credits... no risks. The flow of extra working capital is regulated by actual sales. Your battle with the distribution bulges is over.

You build up financial strength to expand. The additional volume absorbs overhead and cuts down unit costs. Specialization pays bigger returns... which is the reason why Crompton financing can make such a big difference in earnings.

The Human Factor

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MILITARY BIDS AND AWARDS

Welders Gauntlets

April 2, 1951—Invitation No. F54003 by Aviation Supply Office, 700 Robbins Ave., Philadelphia, Pa., covering 47,000 pairs gas welders gauntlets, Spec. 37 G 1D and 37 M 8. Also 24,600 pairs arc welders cowhide mitts, Spec. 37 M 8.

Navy Nurses' Oxfords Go To Adams Bros.

Adams Bros., Pittsfield, N. H., has been awarded contract on Navy Invitation No. 8285 covering 5920 pairs of Navy Nurse Corps white leather service oxfords. Award was made on the basis of \$5.50 per pair with delivery in three equal monthly installments beginning within 60 days after date of contract.

AWARD WADER BOOTS

Three awards have been announced by the New York Quartermaster Procurement Agency on QM-30-280-51-NEG-211 covering an unspecified number of M-45 wader knee boots. Sharing in the Army award are Bristol Mfg. Corp., Bristol, R. I.; The Cambridge Rubber Co., Taneytown, Md.; and United States Rubber Co., Naugatuck, Conn. No prices were listed.

Three Firms Share Marine Oxfords

Three shoe manufacturers have been awarded contracts by the Marine Corps Depot of Supplies, Philadel-

phia, on Invitation No. 230-DQP-51 covering 131,000 pairs of low quarter leather shoes. (L&S, March 24).

Awards were as follows: John Foote Shoe Co., Brockton, Mass.—36,000 pairs at \$7.56 per pair; Endicott-Johnson Shoe Corp., Endicott, N. Y.—46,000 at \$7.79; and International Shoe Co., 17,524 pairs at \$8.08.

Craddock-Terry Wins Navy Shoe Orders

Craddock-Terry Shoe Corp., Lynchburg, Va., has been awarded contract to manufacture 29,916 pairs of women's black oxfords under Navy Invitation No. 8282. Award was made on the basis of \$5.69 per pair.

The Lynchburg manufacturer also received Navy contracts to make 8,604 pairs of women's black dress pumps at \$5.92 per pair under Invitation No. 8283 and 3,744 pairs of women's white dress pumps at \$5.60 per pair under Invitation No. 8284.

Delivery is scheduled at one-third within 60 days after award of contract and the balance within 120 days after contract date.

Bristol Wins Mukluk Boot Contract

Bristol Mfg. Corp., Bristol, R. I., has been awarded contract to manufacture an unspecified number of Mukluk boots, Ex-50-7-W/4 for the Army. The award, announced this week by the New York Quartermaster Procurement Agency, is covered under QM-30-280-51-NEG-548. No price was listed.

AWARD FIREMEN'S BOOTS

U. S. Rubber Co., Naugatuck, Conn., has been awarded contract on 2,370 pairs of black rubber firemen's boots by the Naval Aviation Supply Depot. The award, made on Invitation F-53939 was made on the basis of \$15.62 per pair.

Saco-Moc Wins Sub Sandals Order

Saco-Moc Shoe Corp., Portland, Me., has been awarded contract under Navy Invitation No. 8396 to manufacture 5400 pairs of N-1 submarine sandals at \$3.295 per pair. Delivery begins within 60 days and must be completed within 120 days.

HANDBAGS TO CORONET

Coronet Handbags, Inc., New York City, has been awarded contract to manufacture women's brown leather handbags, shade-64, by the New York Quartermaster Procurement Agency. The award for the Army lists neither pairage nor prices.

Leather Chemists To Meet In London

A tentative program for the London Conference of the International Union of Leather Chemists Societies, to be held Sept. 9-14 in London, England, has been announced by Fred O'Flaherty, secretary of The American Leather Chemists Association. Meetings will be held principally at the Portland Hall Annexe of the Regent Street Polytechnic.

In addition to the usual sessions devoted to the reading of various papers, the Conference will feature a visit to the laboratories of the British Leather Manufacturers Research Association, a conducted tour of Windsor Castle, a banquet at the Park Lane Hotel, and other festivities. A full program has also been arranged for the ladies.

General Shoe To Make Boy Scout Shoes

General Shoe Corp., Nashville, Tenn., has been authorized as a manufacturer of official Boy Scout shoes, according to Matt Wigginton, vice president in charge of sales distribution. All General Shoe outlets are now authorized to handle Boy Scout shoes, he said. Arrangements were completed recently in New York.

MUTUAL'S NEWEST CHROMIUM PLANT



Good news for the tanning industry is the opening of one of the nation's most modern chromium chemical-producing plants by Mutual Chemical Co. of America. The new plant, located in the harbor of Baltimore, Md., will be used to expand production of sodium bichromate and other chromium compounds.

Leather Safety Meeting In New York April 3

The heralded Tanning and Leather Products Safety Meeting, a part of the National Safety Council's Greater New York Safety Convention, has been set for 2:00 p.m., April 3, at the Hotel Statler, New York. The meeting is open to all tanners and manufacturers of leather products.

The program includes papers by Clayton F. Van Pelt, president of the Tanners' Council, on "How We Improved the Safe Handling of Materials," R. H. Ablisser of Merch and Co., Inc., on "Supervision for Safety," and A. W. Goetz, director of Pratt Institute's School of Leather and Tanning Technology on "What I Expect to Find in a Safe Tannery."

There will also be a panel discussion on "Actual Investigation of Predominating Tannery Accidents" followed by a general discussion of safety problems. John N. Russo of Allied Kid Co. is chairman and J. H. Peebles of Winslow Bros. & Smith Co. has arranged the program.

BASS MARKS 75TH

G. H. Bass and Co., Wilton, Me., manufacturer of military boots, specialized winter sports footwear, and Weejun loafers, is celebrating its 75th anniversary this year. The company was founded in March of 1876.

Four members of the family of George Henry Bass, founder of the firm, now operate the plant which employs 229 workers. They are: Willard S. Bass, president; George H. Bass, II, vice-president; John R. Bass, treasurer; and Robert N. Bass, assistant treasurer.

During a week of special events commemorating the company's anniversary, the *Lewiston Daily Sun and Evening Journal* published a 14-page Diamond Jubilee edition tracing the company's history. Events included an anniversary party at which qualified employees were given service pins.

Bass' four-story plant at Wilton now contains 15,000 sq. ft. of space and has a daily capacity of 1,200 pairs of footwear—600 of the hand-sewn moccasin type and 600 of the Weejun welt style. The company is also making combat boots for the Army at present.

• Estate of the late **Frederick H. Jantzen** including Jantzen Shoe Co. in Philadelphia is reported in process of liquidation.

MAKE THAT *first impression* A *selling* IMPRESSION WITH NEW **UBS** BOTTOM FINISH FOR COMPOSITION SOLES



Bottom finish — an important first impression — is a big part of your selling "package". Now, with this completely new UBS Bottom Stain you can give your composition soles the rich, luxurious look of full-grained oak leather . . . multiply sales appeal at little cost.

This amazing new finish is as easy to use as it is to look at . . . applies easily with your regular spray equipment . . . dries to a lustre *instantly* . . . requires no padding or waxing . . . saves valuable production time. Cost? *less than a half cent a pair!*

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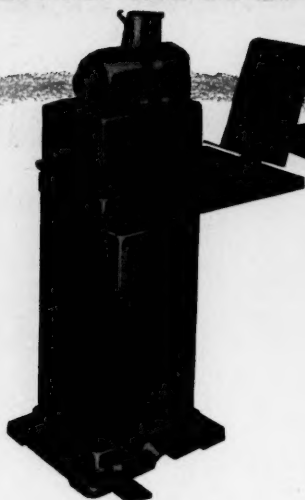
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Removes pre-determined amount of stock from soles with a rotary cutter or abrasive wheel and gives the proper edge character for ink receptivity. May also be used for chamfering, producing any desired angle or bevel, and for rabbeting a platform to accommodate the seam in slip-lasted footwear. Adjustable feed and trimming speeds for various materials and sole shapes.



Inks edge and rand, edge and extension to $\frac{1}{4}$ inch or chamfered portion of sole only. Assures cleaner shoe bottoms and more uniform application. High quality is evenly maintained and users experience marked decrease in ink and operating costs. Adjustable feed accommodates all materials. Easily cleaned and maintained.

Pre-Finishing Soles Use All 3 UNITED AUTOMATIC EDGE MAKING MACHINES

- ★ Uniform edge *trimming* — always
- ★ Uniform, thrifty edge *inking*
- ★ Important savings in buffing abrasives
- ★ Cleaner soles — minimum need for bottom cleaning
- ★ Greater overall product uniformity

IF you now perform a pre-finishing operation on soles with the **U/M** AUTOMATIC Edge Trimming Machine you know how valuable this modern automatic equipment can be in keeping production high and operating costs

low. By going automatic all the way — you can get these production advantages in inking and setting as well.

As a unit or individually, these machines can produce 3600 and more pairs of soles per 8-hour day. All three machines are individually motor driven and give the production results you expect. With leather, rubber-like or synthetic soles the entire production is uniform and meets quality standards that cannot be accomplished by hand.

These machines can be real money savers. Why not let a United branch office representative give you additional facts on any of these machines as they apply to your situation?



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Hand work cannot as rapidly achieve such uniform quality as in the edge produced by this machine with its rotary iron. Speed adjustable for proper feeding of variety of materials, thicknesses and patterns. Heat for iron is rheostat controlled.

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YOUR OWN COMPANY
ORDER BLANK

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✓ Backs
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"just-as-goods" for your
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LEATHER MARKETS STILL QUIET AS SUPPLY REMAINS TIGHT

Demand Continues Spotty With Best Interest In Military Leathers

Sales slowdown evident throughout market except for military contracts. Sole supply tight. Calf fair. Sheep limited.

New York Markets

Upper Leather:—Tanners and distributors admit that the past week or so slow in sides and if not for military orders, very little would have been done. True in side upper and in calf skins and kid skins and calf and kid worse. One main reason for slowness is fact that there is plenty of leather in hands of shoe factories and until they get orders for shoes and can start cutting, not much demand for leather.

There are always exceptions, such as heavy sides for moccasins and loafers, those types of shoes that sell well, but in the main business is slow. Another factor is the talk that a ceiling price regulation will be soon out on leather and shoes and a lot of people are holding off buying, waiting for that to be announced. The guesses are anywhere from next week to 3 months from now. Feeling among tanners that leather does not need to be controlled, that the law of supply and demand will bring the prices in line now that hides are controlled. However, shoe manufacturers do not feel that way and they want leather prices put under ceilings.

Sole Leather:—Business in sole leather dull ever since hide ceilings came out. Some say this is because buyers think prices too high in relation to price of hides. Many factories well fixed on inventories of sole leather and can afford to wait and see what the OPS does about ceilings on leather before they come in and buy any volume. Prices heard on sole leather bends range from \$1.05 to \$1.11 on the light end, 90c to 95c on the mediums and 90-95c on the heavies. Bellies quoted from 63c-66c on the cows and 66c to 68c on steers. Single shoulders priced in some directions at from 85c to 90c as to weight. Double rough shoulders quoted from 98c to \$1.05 and still a good demand for double rough shoulders. Sole leather apt to be a pretty tight article next summer, what with the cutting down of soaks, etc.

Sole Leather Limited

Boston market in sole leathers still remains tight and uninspired, tanners report. For one thing, supply of both heavy hides and finished leathers remains poor. Resumption of hide deliveries will ease this situation soon. Meantime, most tanners have soaked few hides, kept production to a minimum, make few offerings. Military demand fair but recent cancelling of orders for three million pairs may slow this down also. Individual ceilings still hit \$1.08 for light bends, 95-97c for mediums, and 92-93c for heavies.

Sole leather tanners in Philadelphia report the situation continues serious. Business practically dead this past week. Orders were so small they didn't amount to anything and with inventory getting low, no one went looking for business. On sales that were made, tanners had no trouble getting prices which have been the same since the "freeze."

Sole Offal Quiet

"Market extremely quiet except for military leathers," is how one Boston dealer characterizes sole leather offal this week. Bellies continue in fairly good demand, both for civilian and military shoes, but supply is uncertain, offerings small. Steer bellies bring up to 68c when available. Prices on single shoulders and double rough shoulders vary according to ceilings. Chrome retan for military does best business.

Kid Is Slow

Kid leather tanners of Philadelphia report business is still slow. While many tanners have been blaming this lag on the after effects of the "freeze" in prices, some feel that this time of year would be slow anyway.

Easter is early so that most Spring shoes are already on sale; Fall cuttings are not starting up until after April 15th. This tends to create a dull period. Also right now, some shoe factories are not on full time due to the situation in sole leathers (this is related more to the market situation than the seasonal one).

Fill-in orders received both for suede and glazed, and they cover the

entire price range. These are mainly for black and blue in both types of leathers. While most tanners are conservative on colors, a few who do business in colored glazed and suede are still receiving small orders for red, greens, yellows—mostly from shoe manufacturers who are finishing up work on summer shoes. No interest in white shown this past week.

Crushed reported as dead for months, and there are very few tanners who have done any business at all in it. A price quotation of 45c to 80c is considered as average.

Slipper fair, considering general situation. Most of this type of leather is going to slipper manufacturers right now, in a variety of colors. Cowboy boot manufacturers haven't bought too much recently. Orders received on slipper leather cover the whole price range.

Linings quite good, considering everything. There are some orders at every price. Some expect business in linings to increase rather than go down. They feel that more and more shoes will be made of the thinner leathers and must be lined. Satin mats still reported dead.

Average Prices

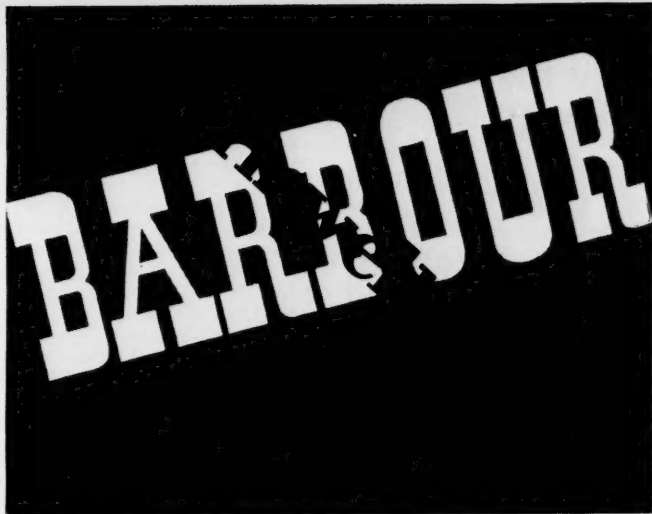
Suede 40c-95c
Glazed 40c-\$1.25
Linings 30c-60c
Slipper 40c-75c
Satin mats 69c-\$1.20

Calf Leather Slow

Despite the fact that there is leather available, sales of calf on Boston market remain generally slow. Actually leather can be had for the asking but buyers are not particularly interested. Many buyers hold off, looking for new price ceilings and lower prices. Military buying still doesn't help picture since Navy low quarter shoes are still under price ceilings. Manufacturers unwilling to buy calf at present prices under these conditions. Seasonal slowdown in civilian production keeps interest in both men's and women's weights at a minimum.

Sheep Leather Tight

Boston sheep leather tanners report supply of leather tighter than ever. Because of supply situation and fact many feel their present ceilings are too low, offerings are few. At same time, shoe manufacturers hold off better orders, wait for retail situation to clear. Easter business reported as poor which means many retailer shelves are well stocked. Russet linings move in moderate quantities to cowboy boot manufacturers but sales are off.



"SUPERIOR LEATHERS"

Chrome Retan Sole Leather

In bends, shoulders, bellies and outstanding in its waterproofing and long-wearing properties.

"Katz Chrome"

The ideal leather for shoe, glove and garment purposes.

Chrome Retan Upper Leather

A quality shoe leather, water resisting and easily worked.



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Sides Spotty

Although side leather tanners on Boston market are beginning to get deliveries on hides again, supply of finished leather is still limited and sales are held to immediate needs. Neither tanners nor buyers are willing to make any long range commitments. Demand for military leathers still high but recent cancelling of bids on three million pairs plus uncertainty of entire supply and pricing situation. More time needed to clarify this market.

Splits Uncertain

Same situation generally holds true in Boston splits market. Demand has slackened considerably as buyers await further Government orders. Shoe manufacturers have enough leather to last a while on civilian orders, prefer to wait on developments. The outlook is a seasonal slowdown in shoe factories which will cause seasonal slowdown in leather markets.

Belting Leathers Slow

Philadelphia belting leather tanners may be described as "operating under unusual circumstances." Amount of business done last week was very small. Some feel that there is plenty of leather around; that during that very heavy period of buying last Fall many firms stocked up so much that they still have considerable inventory. Others feel that potential buyers are waiting for a price rollback.

Under the circumstances, tanners themselves were not out looking for business. The situation has been such that they were just about trying to keep the tanneries going; some even shortened the working week.

Curriers report business spotty with some making sales in fairly good volume while others were doing very little. However, none of the curriers were as slow as the rough leather tanners. Some curriers were even able to do some buying—very little to be sure—but enough to cover their needs.

AVERAGE BELTING LEATHER PRICES

Butt Bends:
No. 2 ex. light 1.37-1.41
No. 2 ex. heavy 1.32-1.33
No. 3 ex. light 1.36-1.37
No. 3 ex. heavy 1.27-1.30

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Best Selec. No. 2 No. 3
Butt bends 1.85-1.75 1.60-1.70 1.55-1.65
Centers 12" 1.98-2.08 1.85-1.95 1.71-1.81
Centers 24"-28" 1.90-2.00 1.84-1.94 1.70-1.80
Centers 30" 1.84-1.94 1.79-1.89 1.77-1.87
Wide sides 1.55-1.65 1.53-1.61 1.44-1.54
Narrow sides 1.48-1.58 1.44-1.54 1.39-1.49
Additional premiums: ex. heavy 10c; light 7c;
ex. light 10c.

Tanning Materials Slow

Firm prices maintained on raw tanning materials but trading has not yet resumed much activity—a possible effect of anticipated controls.

Tanning Extracts unchanged except Borneo Cutch which has a new price of 7½¢ starting April 1.

Raw Tanning Materials

Divi Divi, shipment, bags	\$120.00
Wattle bark, ton	
"Fair Average"	\$33.00
"Merchantable"	\$79.00
Sumac, 25% leaf	\$150.00
Ground	\$145.00
Myrobalans, J. 1s	\$80.00-\$82.00
Crushed \$84.00-\$85.00 J. 2s	\$85.00
R. 1s	\$81.00-\$83.00
Valonia Cups, 30-32% guaranteed	\$68.00-\$70.00
Valonia Beards	\$95.00
Mangrove Bark, 30% So. Am.	\$60.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	4.00
Tank cars	
Barrels, c.i.	4.75
Barrels, l.c.i.	5.10
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.i.	10.32
Bags, l.c.i.	11.02
Cutch, solid Borneo, 55% tannin, plus duty .....	.07½
Gambler Extract, 25% tannin, bbis. ....	.12
Hemlock extract, 25% tannin, tk. cars, f.o.b. works .....	.0525
Bbis, c.i. ....	.05
Oak bark extract, 20% tannin, lb. ....	.06½
Bbis, 6½-6¾, tks. ....	.06½
Quebracho extract	
Solid, ord., basis 63% tannin, c.i. ....	.09
Solid, clar., basis 64% tannin, c.i. ....	.09½
Liquid, basis 35% tannin, bbis. ....	.08½
Ground extract .....	.17½
Wattle bark, extract, solid (plus duty) .....	.09
Powdered super spruce, bags, c.i. ....	.05½
.05½; l.c.i. ....	.01½
Spruce extract, tks., f.o.b. wks. ....	.01½
Powdered valonia extract, 63% tannin	10½

Tanners' Oils

Castor oil No. 1 C.P. drs. l.c.i. ....	.38½
Sulphonated castor oil, 75% .....	.33½
Cod Oil, N.G., loose basis	1.55
Cod, sulphonated, pure 25% moisture ..	.17½
Cod, sulphonated, 25% added mineral ..	.16
Cod, sulphonated, 50% added mineral ..	.15
Linseed oil tks., c.i. zone 1 .....	.205
drums, l.c.i. ....	.219
Neatfoot, 20" C.T. ....	.43
Neatfoot, 30" C.T. ....	.41
Neatfoot, 40" C.T. ....	.33
Neatfoot, prime drums, c.i. ....	.25½
l.c.i. ....	.26½
Neatfoot, sulphonated, 75% .....	.26½
Olive, denatured, drs. gal.	\$2.30
Waterless Moellon .....	.20
Artificial Moellon, 25% moisture .....	.18
Chamois Moellon .....	.18
Common degreas .....	.14
Neutral degreas	23-24
Sulphonated Tallow, 75% .....	.21
Sulphonated Tallow, 50% .....	.16½
Sponging compound .....	.15
Spill oil	14-15
Sulphonated sperm, 25% water .....	.20
Petroleum Oils, 200 seconds visc., tks., f.o.b. ....	.17
Petroleum Oils, 150 seconds visc., tks., f.o.b. ....	.16
Petroleum Oils, 100 seconds visc., tks., f.o.b. ....	.14

Glove Leathers Poor

The back-log of pigskins in this market is low but, even so, tanners' production is light. Most pigskin tanners have turned over a large portion of their production to horsehides and deerskins for Government contracts. The limited supply has forced up prices particularly on low grades.

Number ones bring \$1.20, number twos about \$1.00. Sixes and sevens bring 35 to 40c.

Cabrettas quoted at 80c, 75c, 70c, 63c, 53c, 40c and 30c. Demand is light, reflecting the poor condition of the ladies' glove business. Men's weight leather has a readier market but usually at below ceiling prices. Large glove buyers do not seem to be interested in merchandise at present prices. The pressure is on the manufacturer who, in turn, is passing it back to the tanner.

Last quotation on horsehides was 55c. Asking price for deerskins is about 80c for a table run.

ISSUE WOMEN'S 1951 FALL COLOR CARD

Sixteen colors are featured on the 1951 Fall Color Card issued this week by the Textile Color Card Association. All shades apply to leather as well as fabric gloves.

Colors listed are Ivory Frost, Smoky Pink, Graybirch, Country Beige, French Mocha, Shadopine, Red Mulberry, Capri Violet, Maple, Ink Brown, Chateau Claret, Admiral Blue, Moongold, Russet Ember, Sunlight Green and Autumn Flake. Staples are black, white, chamois.

Department Store Sales Up In January

Dollar sales of men's and boys' shoes and slippers in 189 department stores during Jan. soared fully 43 percent over the comparable 1950 period while women's shoes in 216 leading stores climbed 40 percent above that month a year ago, the Federal Reserve Board reports.

Although part of the dollar increase was undoubtedly accounted for by higher shoe prices, pairage sales were reported substantially increased for the month. Sales of all types of shoes in all department stores reporting were fully 31 percent above Jan., 1950. Women's and children's shoes and slippers combined showed a dollar gain of 35 percent but children's shoes alone were only nine percent above the previous year.

Sales of all shoes in 119 reporting basement stores were 29 percent above Jan., 1950. The national average gain for business in all department stores was 25 percent.

Luggage sales in 262 department stores rose 19 percent in value while handbags and small leather goods in 326 stores reported a gain of 17 percent.

8 Firms Share Army Black Oxford Awards

Eight shoe manufacturers were awarded contracts this week by the New York Quartermaster Procurement Agency to make an unspecified number of pairs of black leather low quarter shoes for the Army. Under the Army's "security blackout" policy, neither pairage or prices were disclosed on QM-30-280-51-NEG-331 covering Item 1 (tariff sizes) and Item 2 (supplemental sizes).

The following received awards: Doyle Shoe Co., Brockton, Mass., Item 1; M. T. Shaw, Inc., Coldwater, Mich., Item 1; General Shoe Corp., Nashville, Tenn., Item 1; International Shoe Co., Cape Girardeau, Mo., factory, Item 1; Ranger Boot & Shoe Mfg. Co., Inc., Terrell, Tex., Items 1 and 2; J. Landis Shoe Co., Palmyra, Pa., Item 1; Howard & Foster Co., Inc., Brockton, Mass., Item 1; and Knapp Bros. Shoe Mfg. Corp., Brockton, Mass., Item 1.

• Barnardo Sandals, Inc., has been organized to manufacture footwear at 1160 Fifth Ave., New York City. Dino Sonnino is principal.

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PACKERS RACE AGAINST TIME TO COMPLETE HIDE SHIPMENTS

**Entire Industry Working Feverishly To Beat March 30
Deadline**

Big Packer Hides Active

Another race against time is under way. "Big 4" packers and the large outside independents who sold on an allocation basis last week are now working feverishly to complete shipment by deadline of midnight March 30, 1951. Hide price schedule allows sale of such hides at seller's individual Nov. high ceiling if shipment is made before this time. Prices then revert back to Nov. average prices. As a result, many hide producers and dealers are now working their respective take-up gangs in shifts around the clock.

As noted in these columns last week, the "Big 4" packers and large outside independents were much later in making their allocations compared with the small packers. As a result, volume of hides allocated by these larger packers was surprisingly small. Some trade sources report that on total Government allocation of 1,200,000 hides on March permits, big packers allocated approximately 300,

000 hides. This is far cry from available supply of about six-weeks' production, although production was relatively light during this period.

Meanwhile, trading is practically at a complete standstill as for all practical purposes, March permits have been filled. Trade is now awaiting issuance of April permits. However, actual allocations are expected to get under way until about the middle of next week. Producers and dealers will need some time to study the ratio of available supply and the percentage of allotments.

Packer Skins Slow

Authoritative reports indicate permits for big packer calfskins almost completely filled. Not so with big packer kipskins. Production of kipskins was even lower than the usual seasonal drop in production. Consequently, March permits for big packer kipskins are still mostly unfilled.

Based on November high ceilings, Northern lightweight calfskins would bring 82½¢, heavies at 77½¢. Riverpoint light calf skins would bring 80¢ and heavies 75¢. Northern and Riverpoint kipskins, for November highs, reported at 60¢, overweights 55¢.

For comparison, the price ceiling establishes No. 1 calfskins (under 15 lbs.) at 80¢, No. 1 kipskins (15

25 lbs.) at 60¢ and No. 1 kip (25-30 lbs.) at 55¢, basis FOB point of shipment.

Small Packers Busy

Small packer hides, or, "Basic Prices (Hides)" as referred to in dollars-and-cents hide price schedule, during the past two weeks sold in exceptionally large volume. This was due largely to hesitancy of big packers. Tanners were too hungry for hides, could not wait exclusively for big packer selections, and turned to small packer market for bulk of the allotted volume. In practically every case, prices involved were at individual seller's Nov. high averages. Right now sellers are working fast to complete shipments by midnight March 30.

On a basis of 48/50 lb. average small packer hides, FOB shipping point, high prices during Nov. reached 35-35½¢. According to dollars-and-cents schedule, this weight range would be priced at 33½-34¢ per lb., FOB point of shipment, under Table I of basic hide prices, basis flat for No. 1's and 2's.

New York Calf & Kip

Some business passing on an allocation basis at Nov. high ceiling prices. Details on quantity and price not reported.

Under the dollars-and-cents ceilings, prices are established as follows: "Standard Packer" — under 4 lbs., \$3.75; 4/5's \$4.75; 5-7's \$6.00; 7-9's \$7.15; 9-12's \$9.60; 12-17's \$10.85 and 17-25's \$13.50. "Good Collector" — under 4 lbs.,

QUOTATIONS

	Nov. 1950 Highs	Dollars-and-Cents Ceiling Prices	Year Ago
Heavy native steers	33½-34	33	
Light native steers	37½	36½	18½-24
Ex. light native steers	40	39	28
Light native cows	37-38	36-37	24½-26
Heavy native cows	34½-35	34	20½-22
Native bulls	24-24½	24	17
Heavy Texas steers	31	30	17N
Light Texas steers	35½	34½	22½N
Ex. light Texas steers	38½	37	25N
Butt branded steers	31-31½	30	17-17½
Colorado steers	30½	29½	16½
Branded cows	34-34½	33	20½-21
Branded bulls	23-23½	23	16
Packer calfskins	77½-82½	80	64½-68½
Packer kipskins	60		47

NOTE: Nov. highs are basis Chicago freight. Prices in the schedule are basis FOB point of shipment.

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close March 28	Close March 21	High For Week	Low For Week	Net Change
March		30.94B			
June	30.94B	30.94B	30.94	30.94	
October	28.75B	28.75N			
April	29.75B	29.75B			
July	29.75B	29.75B			
January		29.75B			
Total Sales 16 lots					

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\$3.65; 4/5's \$4.65; 5-7's \$5.85; 7/9's \$6.70; 9/12's \$9.10; 12/17's \$10.00 and 17/25's \$13.15. Prices basis per piece, FOB point of shipment, trimmed.

Sheep Pelts Easier

One day the Government announces it is withdrawing from the wool market; the next it says it has acquired some additional money and will be back in—that's the kind of reports that are playing havoc with the woolen industry these days—from the raw material markets to the finished goods.

According to latest reports, the raw material markets, such as Western wool pelts, natives, etc., were easier, anywhere from 5 to 10% in price. However, later reports, based on the strength of reports that the Government (somehow) has acquired more funds to continue stockpiling of wool, markets have gained back their slight losses.

As far as big producers are concerned, prices on selections such as Fall clips, shearlings, etc., are unchanged. Most production of Fall clips going to the producer's pulleries, but prices quoted around \$8.00. Good quality No. 1 big packer shearlings quoted at \$6.00, No. 2's at \$3.50 to \$4.00 and 3's at \$2.00 to \$2.25. Full woolled dry fling sheep pelts quotable

from 62½ to 65c per lb., Chicago freight, depending upon quality.

Dry Sheepskins Strong

Primary markets continue strong and advancing while locally, buyers are showing very little interest and then at prices considerably under the ideas of sellers.

Latest reports from the Cape state the market has advanced further with sellers asking 75 pence for 1/4-1/2 inch shearlings and 90 pence for 1/2-1½ inch skins. Some agents have received quotations at even higher levels with indications that Europe is supporting the primary markets. While there is interest here, buyers claim that they cannot possibly meet these levels.

Hair sheep markets have also advanced with reports from the Cape that Western Province and Maitland abattoir gloves are held at 225 shillings basis large and 210 shillings for mediums. Some business passing in Mocha blackheads at \$1.80 a lb., basis primes, for good friezing skins, and shippers now talking 5c to 10c more.

Some large agents here state they have not received offerings for several months. Beyond the fact that shippers are realizing better prices in Europe, they do not have to be so stringent in the assortment as they

would have to be if they sold to U. S. buyers.

Some Brazil cabrettas afloat, 90 kilos, sold at \$19.00 fob., basis importers. Regulars offered at \$18.25-18.50 c&f. Other varieties rather difficult to quote as most agents claim they are receiving relatively small offerings.

Wool sheep markets continue firm but not much business. Asking prices above the ideas of pullers here. Due to the Easter holidays, there were no auctions in Australia.

Reptiles Mark Time

Most large buyers out of the market. Very little leather business passing and as buyers have large inventories, they are unwilling to add to raw stock supplies until some of their holdings are reduced. Tanners are waiting for results from the shoe and bag trade, to see how well Easter business went and whether they are going to start reordering. Fall samples also being worked on now.

Some easiness developed in the India market and shippers are showing more inclinations to trade but find buyers rather passive even at the lower ideas asked. A lot of 10,000 Madras barked tanned whips, 4 inches up, averaging 4¾ inches, 70/30 selection, offered at 90c. Other offers at 95c. No interest in the

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skins averaging $4\frac{1}{2}$ inches while last confirmed sales of skins averaging 5 inches at \$1.00.

No late business in cobras or vipers. Asking 60-62c for cobras averaging $4\frac{1}{2}$ inches. Lizards also slow except for back cuts, which are held above the ideas of buyers here.

Brazil market very strong due to European operations. Bids of 92c fob. refused for regular assortment back cut tejus with shippers stating that they are selling to Europe at much higher prices. The same is true of giboias. According to some reports, agents are not receiving any offerings as their shippers still have to deliver against old commitments.

Not much change in the Siam market. Interest rather limited here while primary market is firm and shippers have advanced their ideas due to European and Japan buying.

Deerskins

Still a good demand for skins but either due to lack of offerings or high prices asked, trading has been rather restricted. Buyers bidding \$1.05 fob., basis importers for Brazil "jacks," but shippers are either not offering or else naming \$1.20 fob., as their ideas of value.

Pigskins

Business slow and buyers hesitant in adding to raw stock inventories at the present time. Dealers are buying, when price is right, but advices from Brazil say shippers have relatively small unsold stocks due to European and local operations.

A fair sized quantity of Ceara grey peccaries sold at \$2.75 fob., basis importers. However, later advices indicated shippers have much higher ideas for southern peccaries. No offerings of Manaos though interest evident.

Paras slightly easier and some sellers indicate they cannot duplicate last prices. Some business done at \$3.00 for greys and \$2.90 for blacks, fob., basis importers, but further bids at those levels have been refused. Wet salted capivras sold at \$3.20 fob., basis importers but dry Chaco carpinchos firmly held at \$4.00 c&f. and even higher as shippers claim to have a good call for these skins.

• Sam H. Goldstein has been appointed national sales manager for California Casuals, men's division of Vogue Shoes, Inc. Goldstein was associated with General Shoe Corp. as sales representative for 10 years before joining California Casuals as New York representative two years ago.

NEWS QUICKS

About people and happenings coast to coast

Missouri

• Estate of the late **Mark A. Edison**, former vice president and treasurer of Edison Bros. Shoe Stores, Inc., St. Louis, has been willed in two equal portions to his son, Julian I. Edison, and children, and his daughter, Mrs. Evelyn E. Newman, and children. A bequest of 3000 shares of Edison Bros. common stock was left in trust for benefit of Esther Dana, a sister of his late wife. Value of the estate was not disclosed.

• **Tober-Saifer Shoe Co.**, St. Louis, has filed an action to make Wohl Shoe Co., also of St. Louis, show its profits for the period 1936-39. The former has petitioned for a refund of excess profits taxes totaling \$39,585 paid in 1942-43 and asked that Wohl's figures be revealed to show its own figures were in line with those of competitors during the base period.

• **Hadley Bros.-Uhl Co.**, St. Louis manufacturer of shoe chemicals and supplies, reports it will amend its articles of incorporation to increase its capital stock from \$50,000 to \$250,000, according to F. K. Hadley, Jr., president. The company is also expanding its production into rubber latex saturated insoles and tannery finishes.

• St. Louis shoe manufacturers receiving ECA Certificates of Cooperation recently include International Shoe Co., Brown Shoe Co., Brauer Bros. Shoe Co., Hamilton Shoe Co., Rice-O'Neill Shoe Co., Samuels Shoe Co., and Weber Shoe Co. Also receiving certificates were Boot and Shoe Workers Union, AFL, and United Shoe Workers of America, CIO.

Tennessee

• **Sam A. Buchanan**, industrial relations director of **General Shoe Corp.**, Nashville, has been elected to the board of directors. Buchanan has been with the company since 1935 and has wide experience in numerous company divisions, including manufacturing, industrial engineering, personnel and industrial relations.

Wisconsin

• **Howard A. Bauman** has been elected president of **Enger-Kress Co.**, West Bend manufacturer of personal leather goods, succeeding the late Oscar P. Klein. Lee B. Miller was elected vice president in charge of sales. Bauman has been associated with the firm since 1935 and a vice president since 1944.

Illinois

• **International Shoe Co.** is reported considering reopening its plant at Flora, according to J. L. Johnson, vice president. The Flora Chamber of Commerce has repeatedly asked International to reopen the local factory. Johnson said the opening depended upon results of a government order now being negotiated.

• The case of **Kay-Tee Products, Inc.**, former Chicago manufacturer of leather moccasins, is reported closed with no dividends for unsecured creditors.

New Hampshire

• **New Hampshire's** shoe industry has maintained comparatively high employment in recent weeks, but "some significant fluctuations have

been taking place," according to a recent bulletin issued by the State Division of Employment Security.

• **Bernard H. Liberi, Jr.**, formerly associated with H. O. Rondeau Shoe Co. in Farmington, has succeeded his father as president and general manager of **Cortley Shoe Co.** in Lowell, Mass. The elder Liberi is retiring from active participation in the shoe manufacturing business. He has been associated also with firms in Lynn, Mass., Somersworth and Farmington, N. H.

• **George O. Fecteau** has been re-elected territorial representative of the **United Shoe Workers of America, CIO**, for the Maine, New Hampshire and Vermont territory. Fecteau has been territorial representative since the post was established four years ago.

• The Marshall Plan "Certificate of Cooperation" will be presented to **J. F. McElwain Co.**, of Manchester and Nashua, at a meeting of the Manchester Board of Mayor and Aldermen April 3. The award will be presented in behalf of ECA Administrator William C. Foster in recognition of the firm's assistance to foreign experts who visited the U. S. to study American shoe manufacturing techniques.

Florida

• **Jack Rogers** is reported to have been elected vice president in charge of styling and sales promotion of **Miami Footwear Corp.**, Miami footwear manufacturer.

Michigan

• Employees of **Dow Chemical Co.**, Midland, have subscribed for 42 percent of the company's common stock offered under the 1951 stock-purchase plan. Of 18,000 employees, 7532 have subscribed for 55,043 shares.

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Publishers of

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SHOESCOPE—*The Nation's Top Shoe Fashion Magazine*

LEATHER AND SHOES BLUE BOOK of the Shoe and Leather Industry

THE ENCYCLOPEDIA of the Shoe and Leather Industry

BOOKS: "Shoes — Pacemakers of Progress," "Tanning Processes," "Bank Loans to Shoe Manufacturers," "Economics of Cattlehide Leather Tanning," and "Podometrics."

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**LYNN
INNERSOLES
PLATFORMS
WEDGIES**

LYNN INNERSOLE CO., ALLSTON, MASS.

Massachusetts

● **Garden City Shoe Mfg. Co.** has moved from Beverly to 429 Washington St., Lynn.

● **Paul I. Mann**, formerly of Harry Mann Leather Co. and Clifton Leather, reports he is now in business for himself. At the present time he is working on a line of fast finish splits for socklinings suitable for shoes requiring a 100 percent leather socklining where price is the dominant factor. He is also open to leather and allied lines on a commission basis for the shoe trade and will welcome all inquiries along these lines.

● Stockholders of **Regal Shoe Co.**, Whitman, voted at the annual meeting to increase directors from six to nine. New directors are Oscar W. Hausserman, James A. Collins and P. Z. Zimmerman. Collins is superintendent of the Whitman plant. Sales for the first two months of 1951 were 30 percent ahead of the comparable 1950 period, president James F. Whitehead, Jr., told stockholders.

● Two gunmen escaped with a \$7100 payroll of the **Algy Shoes, Inc.**, plant at Everett last week after holding office employees at gunpoint. The hoodlums entered the company's office just after the weekly payroll had been delivered.

● **Carter G. Cook**, former chemist with A. C. Lawrence Leather Co., Peabody, is now a member of the research staff of Fabric Research Laboratories, Inc., Boston. An expert on starches, glues, moisture conditioning and high polymeric materials and their use in leather making, Cook will continue this type of work for leather, textiles and paper.

● **Robert A. Pentecost** has been appointed export manager by Warren Belting Co., Inc. The position is newly-created to deal with rapidly expanding business with Latin America. Officers re-elected at the company's annual meeting were: George L. Abbott, president and treasurer; Hans E. Anderson, vice president; and Forrest E. Alexander, clerk and assistant treasurer.

● **Wall-Mac Shoe Co., Inc.**, Boston, has filed civil suit in U. S. District Court asking that Patent No. 2537602 issued to Richard J. Potvin, Brockton, on Jan. 9 for the manufacture of moccasin shoes, be declared invalid and void. The company is also seeking an injunction barring Potvin from bringing suit against the company for alleged infringement of the patent.



AT YOUR SERVICE

This modern plant is your landmark for Sulfated Oils...Esters...Alum Stable Products...Degreasing Agents...Synthetic Detergents... and a host of other fine related products. For this—the home of E. F. Drew & Co., Inc.—is always at your service with extensive research and production facilities designed to help you with your requirements... to help you with your problems! Write for further information.

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Cod Oils	Split Oils
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Neatsfoot Oils	Castor Oils
Suede Oils	

RAW OILS

Refined Vegetable Oils	Tanked Cod Oil
Luxolene and other Synthetic Esters	

STUFFING OILS AND COMPOUNDS

SPECIALTIES

Alum Stable Oils	Synthetic Detergents
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LEATHER OILS DIVISION

E. F. DREW & CO., INC.

BOONTON, N. J.

NEW YORK

CHICAGO

PHILADELPHIA

BOSTON



● The New England Export Club has scheduled its next meeting for April 12 at Schrafft's Restaurant, 16 West St., Boston. The meeting will begin at 5:30 p.m. Featured speaker will be Robert K. Shellaby, managing editor of *Vision*, a Latin American news magazine, who will talk on "Latin American Development Programs—What They Mean to U. S. Markets."

● Well Built Shoe Co., Inc., has been organized to manufacture shoes in Milford. Officers are Joseph S. Porter, president; Ben Porter, treasurer; and George W. Porter, clerk.

● Seaman Shoe Co., Brockton, is reported in process of liquidation. Another firm reported liquidating is National Shoe Mfg. Co., Inc., of Worcester.

● Leo J. Selya, Boston hide broker, has been appointed U. S. agent for B. Sundaram & Co., Madras, India, hide and skin shippers.

● Leo F. Reddish, formerly associated with Wm. F. Reddish Co., Inc., has opened offices at 209 Essex St., Boston, where he will wholesale cut soles and leather insoles for the men's and women's shoe trade.

● More than 100 persons were present at Hale Hospital, Haverhill, recently where a \$20,000 x-ray therapy room was dedicated in memory of Samuel Winer, former Haverhill shoe manufacturer who died in June, 1946. Winer was president of Unity Shoe Co. at the time of his death.

New York

● The Guild of Better Shoe Manufacturers, Inc., will open its showing of fall footwear at member showrooms beginning April 9 and extending through April 20.

● Queen Mode Plastic Corp. of New York City is marketing a "Dry Boot" made of heavy gauge vinyl plastic film and used as a cover to protect women's shoes from rain and mud.

● Beckerman & Presler, Inc., Brooklyn manufacturer of women's shoes and slippers, has filed voluntary petition in bankruptcy and is seeking to effect a settlement under Chapter XI of the Bankruptcy Act. The firm proposes 100 percent payment to unsecured creditors or claims of less than \$50 and five percent per month payments to all other creditors beginning six months after confirmation. Liabilities are listed at \$76,475 and assets at \$79,582.

● Walter J. Slodky of New York City is reported to have supplied all mechanical equipment for a newly-established shoe manufacturing plant in Cuba. The plant will produce about 500 pairs of California type women's shoes daily.

● Edward G. Zeller, late president of G. F. Zeller's Sons tannery at Buffalo, left a gross estate of \$268,845, according to a state tax appraisal filed in Surrogate's Court, Buffalo. Zeller died Feb. 28. He was in the tannery business for 60 years.

● Prominent leaders from the shoe and leather industry who have joined the board of governors of the American Financial and Development Corp. for Israel include Phil W. Lown of Lown Shoe Co., Auburn, Me.; Elkan R. Myers of D. Myers & Sons, Inc., Baltimore; Albert Schiff, vice president of A. S. Beck and a director of Shoe Corp. of America; Ben Solnit of Solnit Shoe Co., Los Angeles; and Aaron Weiss of Triangle Shoe Co., Wilkes-Barre, Pa. These and others will play an important role in the forthcoming \$500 million State of Israel Bond Issue to be inaugurated in the U. S. about May 1.

● Herbert Shoe Corp. has filed articles of incorporation to manufacture shoes at 1174 Bedford Ave., Brooklyn.

RESEARCH MAKES

(Concluded from Page 10)

sions is practically constant. New materials available for this purpose have been continually developed, consequently trials of these materials are being made as fast as is possible.

Tests on the use of many resins, both natural and synthetic, are being made relative to their use in the company's products as well as the entire field of natural and synthetic rubber and latices.

Hadley Bros.-Uhl have a laboratory completely equipped to cope with all types of leather finishing problems, having installed equipment which enables its laboratory technicians to faithfully reproduce actual tannery finishing processes through the plating stage. The plant facilities for production of these finishes are most modern and efficient, the equipment for pigment grinding designed to produce pigmented finishes of extremely small particle size.

Before release for use, the laboratory checks all developed finishes for the degree of flexibility, accuracy of color desired, the feel or "hand" of the finish, water resistance or tightness of the finish of the leather.

In research, the laboratory is constantly evaluating the various gums or resins, synthetic or natural, that have a potential value in the finish field.

All shoe and tannery finishes are manufactured under close laboratory control and tests are continually being made to improve these products. Tests cover such problems as aging, stability, viscosity control, and pigment suspension along with color matching, as pertaining to customers' leather. P. F. Dewey, a graduate of Wisconsin University School of Chemistry, is manager of Hadley Bros.-Uhl laboratory.

Hadley Bros.-Uhl Company typifies the modern, scientific approach employed in the shoe and leather supplies branch of the industry. It centers around the theme of modern research and laboratory testing procedure—not as an appendage to the operation of a business, but as an essential core of it. This employment of research as a basic part of business operation thus gives the shoe and leather industry a secure place in the over-all American industrial pattern where research—aimed at creating better products—is embodied in the center of the structure.



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and leather COUNTERS

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CHICAGO • NEW YORK • BOSTON

WHAT THE SHOE AND LEATHER INDUSTRY HAS LONG NEEDED

A financier's appraisal of the shoe manufacturer's money problems

Have you ever wished you could get the financier's point of view on those details of the shoe manufacturing business which have to do with profitable operation?

Wouldn't you like to know how the financier regards the shoe manufacturing business as a whole—and individual shoe manufacturing plants in particular?

In this valuable book, "Bank Loans to Shoe Manufacturers," E. Morton Jennings of the First National Bank of Boston, one of the nation's outstanding authorities on shoe manufacturing finance, has summarized his many years' experience with your money problems. This book is a simplified survey of the industry that puts at your fingertips such important subjects as balance sheet analysis, profit and loss statements, credit factors, auditing.

And there are chapters on bank loans and bank practices, a presentation of the financier's view of the various shoe-making methods, geographic location of shoe plants and the reasons for decentralization of the industry; the highlights of the hide and leather markets; types of leathers; hedging on the hide futures market; labor and its position in the financial structure of shoe manufacturing; the machinery situation; the distribution set-up of the shoe industry.

This new book will bring new understanding of this industry to:

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Shoe Jobbers
Shoe Suppliers
Tanners
Tanners' Suppliers
Banks and Financial Institutions
Students and Teachers of
Banking
Libraries
Colleges and Universities
Students and Teachers of
Economics
Packing Houses**

In short, "Bank Loans to Shoe Manufacturers" is a portrayal of the functioning of the shoe industry, its financing, economics, sales and future, for all who must be familiar with how American shoe manufacturers and their sources of supply operate to produce one-half billion pairs of shoes yearly. A study of this book will help greatly to operate profitably.

Into one quickly-read and easily understood volume, Mr. Jennings has packed all of the information on shoe manufacturing financing the shoe and leather executive will need—and woven into the facts on financing are the data on industry progress that is vital background knowledge not only for the leather and shoe executive but for any student of economics and financing.

A financial story of the shoe industry that you will want to have. Order it now at only \$3.00 per copy. Use the coupon on the reverse side of this sheet.

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- if you want to study distribution costs and money
- if you want to know about auditing
- if you want to see typical balance sheets for all sizes of shoe manufacturing operations
- if you want to get straight on profit and loss statements
- if you want to understand credit factors
- if you want to negotiate a bank loan

... in short, if you want to know about MONEY AND THE SHOE BUSINESS ... if you'd like to have a top authority on shoe industry financing in your office every moment for consultation on all phases of money control in your business ... get this book, "Bank Loans to Shoe Manufacturers" NOW!

... it's the most complete treatment of the subject ever written and it's written from the point of view of the financier, giving you the inside facts on how the financier looks at your business—a valuable viewpoint for every shoe and leather industry executive. E. Morton Jennings, Jr., vice president of the First National Bank of Boston who has spent years of studying shoe manufacturers' financial problems, is the author.

... Mr. Jennings' searching analysis of shoe industry financing will add immeasurably to your store of shoe business money knowledge. Moreover, it will show you how to approach a financial problem with the financier's point of view clearly understood. It will help you analyze your financial situation, relate it to production and labor costs, sales and sales costs, markets and better buying.

... "Bank Loans to Shoe Manufacturers" is the first and only book of its kind. For shoe and leather industry executives it contains the answers to scores of financial questions in easily-read, easily-understood language.



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Chamois Leather

SUITABLE FOR ALL Automotive, Industrial and Domestic purposes. In Full Skins and Cut Squares.

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Lowest Prices — Prompt Delivery
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Wanted: Surplus Stocks

SHOE MANUFACTURERS' SURPLUS OF
Shoes including Close outs,
Samples and Factory Damages
Also LEATHER SURPLUS and REMNANTS.

WHITE
MATT AMROSE & SONS,
SYRACUSE, N. Y.

Leather Lines Wanted

SALES AGENCY calling on manufacturers in St. Louis territory wants lines of leather to sell on regular commission basis. Can arrange to carry inventory.

Address B-7,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Measuring Machine

WANTED: 6 ft. Measuring Machine, Nightingale or Korrett. Must be in perfect condition. Advise lowest cash price.

Address C-13
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

For Sale at Low And Attractive Prices

Wool Blanket Ends
Wool & Cotton Blanket Ends
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Canton Flannel Full Stock, also
Various Lengths, Jobs, Shorts
Imitation Leather Full Stock and Remnants
All Kinds & Colors & Weights
Also, Block Cuts
Book Binding Cloth Full Widths — In Rolls —
Various Colors
Felt — Rolls — Shorts — Remnants
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Be One of Our Satisfied Customers.
We Guarantee Satisfaction.
Write for Your Needs — We Will Reply
Promptly and in Detail with Samples,
if necessary.

CENTRAL MERCANTILE CO.
217 Milwaukee Ave., Chicago 6, Ill.

SHOE RACKS

36 Pair Dowel Racks
&
36 Pair Pin Racks

All hardwood construction
Ball bearing threadguard casters

Manufactured by
HIGH GRADE RACK CO., INC.
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Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Contract Work Wanted

CONTRACT TANNING AND FINISHING
WANTED: Fully equipped to work Sheep, Goat, and calf. Located in New Jersey.

Address C-20,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Calfskin For Sale

Chrome Tanned Black Box Calf — Approx.
3 ounces 20,000 feet B, C, & D
Average Spread — 15 feet

Address C-21,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

For Sale

ONE P & S TOGGING UNIT. 36 frames
— frame sizes 6 1/4 ft. square, motors and controls included.

Address C-22,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Measuring Machine Wanted

FIVE OR SIX FOOT measuring machine. Must be in perfect condition. Advise full details.

Address C-24
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Suftko Tool & Die Co.

MFR. OF patented single glove turning machine for work gloves, also a 4-finger turning machine for dress or canvas gloves — absolutely guaranteed to eliminate all punching holes in fingers. Mfr. of glove dies, sporting goods dies, shoe dies, clicker dies, envelope and adjustable dies. Also repair and sharpening dies. Finest accurate dies made in U.S.A. Write to 4053-4055 Carroll Ave., Chicago 24, Ill. Telephone Van Buren 6-9112.

Surplus Machinery For Sale

1—72" Woburn Model C Setting Machine
1—Blowers Glazing Jack
1—Turner Iron Frame Rolling Jack
1—72" Whitney Model M Flesher
1—Turner 72" Drum Scudding Machine
2—Turner 12" Shaving Machines
2—Turner 8" Buzzel Buffing Machines
1—Slocomb Model A Staking Machine
1—72" Nightingale Measuring Machine
1—30" Rolling Machine
1—Pendulum Whitening Machine, Iron Frame.
Spiral Cylinder
1—J. H. Day Size D Sifter and Batch Mixer with Agitator (new)
1—6 ft. Stehling Continuous Feed Brushing Machine, direct motor drive

These machines, which are located in Canada, are all in good operating condition and open for inspection. Address C-19, c/o Leather and Shoes, 300 W. Adams St., Chicago 7, Ill.

Help Wanted

Salesman

SALESMAN, calling on shoe manufacturers, to carry highly attractive line of imported shoe style services. Commission basis. References required.

Address C-23,
c/o Leather and Shoes,
20 Vesey St., New York 7, N. Y.

Salesman

to carry a side line of medium priced, type women's shoes. Give territory traveling and trade connections. Write Box X-23, c/o Leather and Shoes, 10 High St., Boston, Mass.

Situations Wanted

Tanner and Supt.

30 YEARS EXPERIENCE in tanning and currying of vegetable belting, sole leather. Short tannage, good yields, low cost. Chrome and chrome retan belting, sole, glove lea, for work gloves, lace leather, hair-on, packing, chrome packing, rigging leather. Can go any place. Best of references. Address C-18, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Leather Man

Receiving, sorting, shipping of leather crusts, hides. Experienced factory and wholesale man with judgment of manufacturing, finishing and sales. Looking for suitable job. References. Address Box X-24, c/o Leather and Shoes, 10 High St., Boston, Mass.

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Use L&S WANT ADS

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They get results—
only \$2.50 per inch

Send copy to Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Coming Events

April 15-18, 1951 — Fifth Annual Fall Shoe Show, sponsored by St. Louis Shoe Manufacturers Association. Hotel Statler and other leading St. Louis hotels.

April 15-19, 1951—Advance Fall Shoe Show. Sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine, Boston.

April 21-25, 1951 — Southeastern Shoe Travelers' Show, Biltmore, Hotel, Atlanta.

May 6-9, 1951—Fall Shoe Show, sponsored by Southwestern Shoe Travelers Association. Adolphus, Baker and Southland Hotels, Dallas, Texas.

May 6-10, 1951 — Popular Price Shoe Show of America showing for Fall 1951. Sponsored by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

May 13-17, 1951 — Shoe manufacturers' annual Fall Showing at Parker House, Boston.

May 19-26, 1951—National Foot Health Week, sponsored by National Foot Health Council.

May 20-22, 1951—Third Factory Management Conference, sponsored by National Shoe Manufacturers Association. Netherlands Plaza Hotel, Cincinnati, O.

May 27-29, 1951—Mountain States Fall Showing, sponsored by Mountain States Shoe Travelers Association. Albany Hotel, Denver, Col.

June 11-12, 1951—Seventh Annual Meeting of National Hide Association, Mushlebach Hotel, Kansas City, Mo.

June 11-14, 1951 — 1951 annual meeting of American Leather Chemists Association. Hotel Griswold, Groton, Conn.

June 24-27, 1951—Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers Association, The Ambassador, Atlantic City, N. J.

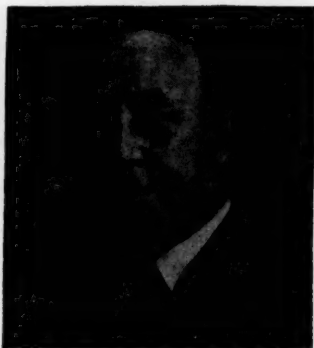
July 22-25, 1951 — Baltimore Shoe Show, sponsored by the Baltimore Shoe Club. Lord Baltimore Hotel, Baltimore, Md.

Aug. 21-22, 1951 — Official Opening of American Leathers for Spring and Summer 1952. Sponsored by Tanners' Council of America. The Waldorf-Astoria, New York City.

Oct. 29-Nov. 1, 1951 — National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels, Chicago.

Deaths

Rudolph W. Eichenberger, Jr. . . . 71, *leather executive*, died March 16 at his home in Wyncoke, Pa., following a three weeks' illness. He was a director of William Amer Co., Philadelphia tanner, and had been associated with the firm's shipping and assorting departments since 1898. He was head of the latter departments and had been a company director since 1913.



Eichenberger was recently honored on the occasion of his 52nd anniversary with William Amer. (L&S, Dec. 23, 1950). He was a 32nd degree Mason, a Shriner and member of the Tall Cedars of Lebanon. Surviving are his wife, Elizabeth; a stepdaughter, and two sisters.

Arthur J. Wallen

. . . 90, *retired shoe manufacturer*, died March 23 at his home in Mattapoisett, Mass. A native of Vermont, he later moved to Brockton and eventually became associated with Whit-

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man & Keith Shoe Co. there as a partner. He retired several years ago. An ardent sportsman, he was a member of the Brockton Rifle Club and Brockton Sportsmen's Association. He was a life member of the Knights of Pythias. Surviving are two daughters, Miss Edith P., and Mrs. Bradford A. Marvill.

the INSIDE story of all good shoes

GEILICH LEATHER CO., TAUNTON, MASS.

GEILICH
LINING LEATHERS

CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S. INC.

WILMINGTON 99,

DELAWARE



focus on the future

PPSSA brings into focus the picture of what happens next for fall and winter in volume priced shoes. The Industry's "Big" Market...it will serve as a forum to clarify the vital questions related to shoeing a more active America.

Plan now to participate in this important market week where prices, supply, merchandising, fashion, etc. will be given major emphasis.

MANUFACTURERS: Write immediately for exhibit space applications to Popular Price Shoe Show of America, 210 Lincoln Street, Boston 11, Mass.

RETAILERS: Plan now to attend this important Market Week. Make hotel and sleeping arrangements directly with New York hotels.

A Complete Service to the Industry

PPSSA

Popular Price Shoe Show of America

May 6 to 10

HOTELS NEW YORKER & McALPIN

SPONSORED JOINTLY BY:

**The New England Shoe & Leather Association
The National Association of Shoe Chain Stores**



**FASHIONABLE GENTLEMEN TROD THE DECKS
OF THE FAMOUS OLD RIVER BOATS, THEIR
FEET SMARTLY SHOD IN CONGRESS GAITERS
... MADE WITH GORING
WOVEN BY THOMAS TAYLOR**

the favored footwear, because it was comfortable and it fitted better. Thomas Taylor pioneered the weaving of goring for these shoes — way back in 1864. He designed better looms for better weaving of better elastic goring; and even today his progressive ideas are incorporated in special looms which produce the finest shoe goring available ...

On city streets, in village lanes, in offices, everywhere men gathered, the Congress gaiter was for many years

SHUGOR

SHUGOR makes possible today's smart, highly-popular, men's tieless oxfords. SHUGOR has revolutionized shoe design, and makes footwear fit as it should with comfort which only SHUGOR can bring to the foot. For style and fit suggestions, write

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